



Navy Environmental Health Center
Population Health
<http://www.nehc.med.navy.mil/hp/cps/pha.htm>
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Patient-Centered Prevention Counseling:

Prevention counseling is a “patient-centered” exchange which supports the choices the client is both willing and able to make which reduces his or her risk.

Step 1. Introduce and Orient the Patient

Step 2. Identify the Patient’s Risk Behaviors and Circumstances

Step 3. Identify the Patient’s Stage of Change

Step 4. Identify Incentives and Barriers to Behavior Change

Step 5. Identify Healthier Goal Behaviors

Step 6. Develop a Personalized Action Plan

Step 7. Make Effective Referrals

Step 8. Summarize and Close

Counseling Concepts

Focus on Feelings

Manage Your Own Discomfort/Biases about Sensitive Issues

Set Boundaries about Roles and Responsibilities for Change

Counseling Skills

Use Open-Ended Questions

Pay Attention to the Patient

Offer Options, Not Directives

Give Information Simply

Factors that Influence Behavior Change: Identify and address the one or two factors that most influence the individual's ability to adopt healthier behaviors.

- Knowledge
- Perceived Risk
- Perceived Consequences
- Access
- Skills
- Self-efficacy
- Actual Consequences
- Attitudes
- Intentions
- Perceived Social Norms
- Policy

Stages of Change: Tailor counseling to the client's current level of readiness to adopt healthier behaviors; the goal is to make progress toward taking “Action”. Not everyone is ready to change.

- Precontemplation Stage
- Contemplation Stage
- Preparation Stage
- Action Stage
- Maintenance Stage
- Termination Stage